

» CEDIA VOICES: MEDIA PREVIEW

WHY SHOULD PEOPLE VISIT YOUR BOOTH, AND WHAT INDUSTRY CHALLENGES ARE YOU ADDRESSING WITH YOUR PRODUCTS?

by Kelleigh Welch and Matt Pruznick



"People should come to our booth to check out the Pro 70 Plus. We make cell phone service boosters—this product is for bigger scale buildings and can address signal issues."

TAYLOR WHITE, PR & SOCIAL MANAGER, WEBOOST



"This is the first time Sonance has partnered with a manufacturer to create a premium line of speakers. It's been a challenge for us because we have a great product, but didn't have the recognition until now."

AINSLIE FUKUDA, VP, PURCHASING, WAVE ELECTRONICS



"Pakedge's Connect+ platform allows integrators to set up and optimize networks in a matter of minutes. With Bakpak and all of our Connect+ Pakedge zones options and features, a lot is done for you: we have one-click zone wizards that configure all of your VLANs across the routers, switches, and APs in less than five minutes. So not only are you saving time, but you can leverage the talent of your team better."

JAMIE CORPUZ, MARKETING COMMUNICATIONS SPECIALIST, PAKEDGE



"One challenge is high performance, so great audio quality outdoor; survivability and durability, so [the soundbar] will last all four seasons. Compatibility is a big deal, so you can pair it easily with an iPhone because it is Bluetooth compatible, or you can use the audio from the display itself. And the adaptability, to be compatible with anyone's outdoor display based on a universal mounting pattern system that we have."

EARL NAEGELE, NATIONAL SALES DIRECTOR, PEERLESS-AV



"We were AV sales guys for 10 to 15 years, and it's always just client education and trying to develop scope and budget with clients. Two years ago, we left the AV world to open up our consulting company, and we decided instead of this whole process of developing scope and budget that takes months and months, we developed software that does it all in real time."

SCOTT MARCHAND, CEO AND CO-FOUNDER, SLATEPLAN

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» SHOW NEWS

Intrepid Investment Bankers, a middle-market investment bank and an active M&A advisor in the Consumer Electronics sector, and Stierberg Consulting, a consulting firm providing business development services in planning, market intelligence, and M&A advisory, co-hosted the second annual Capital Summit Wednesday. Attendees heard from a panel of private equity firms, CEDIA members, and C-level executives on pertinent industry issues. The panel pictured left to right: Itai Ben-Gal, On Controls; Kevin Duffy, Sound United; LeGrand Lewis, weBoost-Sorenson Capital; Paul Jacobs, Klipsch; Gary Rabishaw, Intrepid Investment Bankers.